



KSTU
5020 W. Amelia Earhart Dr.
Salt Lake City, UT 84116
(801)532-1300

CONTRACT

<u>Contract / Revision</u> 570162 /		<u>Alt Order #</u> 9800692
<u>Product</u> AMER CHEM COUNCIL		
<u>Contract Dates</u> 08/23/12 - 08/29/12		<u>Estimate #</u> 554
<u>Advertiser</u> American Chemistry Council		<u>Original Date / Revision</u> 08/22/12 / 08/22/12
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KSTU	<u>Account Executive</u> Dan Driscoll	<u>Sales Office</u> Washington DC
<u>Special Handling</u>		
<u>Demographic</u> Adults 25-54		
<u>IDB#</u> 8007	<u>Advertiser Code</u>	<u>Product Code</u>
<u>Agency Ref</u>		<u>Advertiser Ref</u>

And:

Abar Hutton Media
 6190 Grovedale Court
 Suite 200
 Alexandria, VA 22310

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
N 1	13	08/23/12	08/29/12	M-F 6a-630a	6a-630a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				2	\$350.00			
N 2	13	08/23/12	08/29/12	M-F 630a-7a	630a-7a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$400.00			
N 3	13	08/23/12	08/29/12	M-F 730a-8a	730a-8a		:30			NM	4	\$1,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$400.00			
N 4	13	08/23/12	08/29/12	M-F 8a-830a	8a-830a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$350.00			
N 5	13	08/23/12	08/29/12	M-F 830a-9a	830a-9a		:30			NM	4	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				4	\$350.00			
N 6	13	08/23/12	08/29/12	M-F 11a-12p	11a-12p		:30			NM	2	\$400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				2	\$200.00			
N 7	13	08/23/12	08/29/12	M-F 5p-530p	5p-530p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$425.00			
N 8	13	08/23/12	08/29/12	M-F 530p-6p	530p-6p		:30			NM	1	\$425.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$425.00			
N 9	13	08/23/12	08/29/12	M-F 9p-930p	9p-930p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$1,200.00			
N 10	13	08/23/12	08/29/12	M-F 930p-1005p	930p-1005p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/23/12	08/29/12	MTW-F--				1	\$1,200.00			
N 11	13	08/23/12	08/26/12	Sa 7a-8a	7a-8a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S-				2	\$350.00			

(* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified. LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



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<u>Contract / Revision</u> 570162 /		<u>Alt Order #</u> 9800692
<u>Contract Dates</u> 08/23/12 - 08/29/12	<u>Product</u> AMER CHEM COUNCIL	<u>Estimate #</u> 554
<u>Advertiser</u> American Chemistry Cou		<u>Original Date / Revision</u> 08/22/12 / 08/22/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/ Week	Rate	Type	Totals Spots Amount	
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
N 12	13	08/23/12	08/26/12	Sa 8a-9a	8a-9a		:30			NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S-				2	\$350.00			
N 13	13	08/23/12	08/26/12	FOX News Sunday	9a-10a		:30			NM	1	\$150.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S				1	\$150.00			
N 14	13	08/23/12	08/26/12	Su 9p-930p	9p-930p		:30			NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S				1	\$1,200.00			
N 15	13	08/23/12	08/26/12	Su 930p-1005p	930p-1005p		:30			NM	1	\$1,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/20/12	08/26/12	-----S				1	\$1,000.00			
Totals											31	\$14,100.00

Time Period	# of Spots	Gross Amount	Net Amount
07/30/12 - 08/26/12	13	\$5,875.00	\$4,993.75
08/27/12 - 08/29/12	18	\$8,225.00	\$6,991.25
Totals	31	\$14,100.00	\$11,985.00

Signature: _____ **Date:** _____

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Rep Order# 9800692 Ver# 1 Mod# 0 Status Confirmed

Traffic Order# 570162

Last Received: 08/22/2012 9:09 AM
Showing Buylines: All Lines

1 of 2

Station KSTU-TV SALT LAKE CITY, UT
Advertiser () POLITICAL ISSUE GROU
Product AMER CHEM COUNCIL
Estimate# 554
Buyer JEFF SCATTERGOOD
Phone#
Fax#

Agency () ABAR HUTTON MEDIA
6190 GROVEDALE CT, SUITE 200
ALEXANDRIA, VA 22310
Agency C/P1/P2/E //554
Flight Dates 08/23/2012 - 08/29/2012
Hiatus Weeks

Rep Firm
Sales Office () WASHINGTON
Salesperson () DAN DRISCOLL
Salesperson Phone# 202-955-5342
Salesperson FAX# 917-206-9589

--- CONTRACT COMMENT ---

*****NONDISCRIMINATION***** PARAGRAPHS 49 AND 50 OF THE UNITED STATES FEDERAL COMMUNICATIONS COMMISSION'S REPORT AND ORDER NO. 07-217 PROVIDES THAT BROADCAST STATIONS' ADVERTISING CONTRACTS WILL NOT DISCRIMINATE ON THE BASIS OF RACE OR ETHNICITY, AND MUST CONTAIN NONDISCRIMINATION CLAUSES. CONSISTENT WITH THIS ORDER, KATZ COMMUNICATIONS, INC. (INCLUDING ANY SUBSIDIARY OR DIVISION OF KATZ) DOES NOT DISCRIMINATE IN ANY BROADCAST ADVERTISING CONTRACT ON THE BASIS OF RACE OR ETHNICITY AND EVALUATES, NEGOTIATES AND COMPLETES ITS BROADCAST ADVERTISING CONTRACTS WITHOUT REGARD TO RACE OR ETHNICITY.

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	1	TH-F,M-W	6A-630A	NEWS	:30	\$350.00	08/23-08/29	2	1	2	\$700.00	
	2	TH-F,M-W	630A-7A	NEWS	:30	\$400.00	08/23-08/29	4	1	4	\$1,600.00	
	3	TH-F,M-W	730A-8A	NEWS	:30	\$400.00	08/23-08/29	4	1	4	\$1,600.00	
	4	TH-F,M-W	8A-830A	NEWS	:30	\$350.00	08/23-08/29	4	1	4	\$1,400.00	
	5	TH-F,M-W	830A-9A	NEWS	:30	\$350.00	08/23-08/29	4	1	4	\$1,400.00	
	6	TH-F,M-W	11A-12P	NEWS	:30	\$200.00	08/23-08/29	2	1	2	\$400.00	
	7	TH-F,M-W	5P-530P	NEWS	:30	\$425.00	08/23-08/29	1	1	1	\$425.00	
	8	TH-F,M-W	530P-6P	NEWS	:30	\$425.00	08/23-08/29	1	1	1	\$425.00	
	9	TH-F,M-W	9P-930P	NEWS	:30	\$1,200.00	08/23-08/29	1	1	1	\$1,200.00	
	10	TH-F,M-W	930P-1005P	NEWS	:30	\$1,200.00	08/23-08/29	1	1	1	\$1,200.00	
	11	SA	7A-8A	NEWS	:30	\$350.00	08/25-08/25	2	1	2	\$700.00	
	12	SA	8A-9A	NEWS	:30	\$350.00	08/25-08/25	2	1	2	\$700.00	

Rep Order# 9800692 Ver# 1 Mod# 0 Status Confirmed Traffic Order# 570162 Printed: 08/22/2012 9:49 AM 2 of 2
 EC'd Yes Last Received: 08/22/2012 9:09 AM Showing Buylines: All Lines

Station KSTU-TV SALT LAKE CITY, UT
 Advertiser () POLITICAL ISSUE GROU
 Product AMER CHEM COUNCIL
 Estimate# 554
 Buyer JEFF SCATTERGOOD
 Phone#
 Fax#
 Agency () ABAR HUTTON MEDIA
 6190 GROVEDALE CT, SUITE 200
 ALEXANDRIA, VA 22310
 Agency C/P1/P2/E //554
 Flight Dates 08/23/2012 - 08/29/2012
 Hiatus Weeks
 Rep Firm
 Sales Office () WASHINGTON
 Salesperson () DAN DRISCOLL
 Salesperson Phone# 202-955-5342
 Salesperson FAX# 917-206-9589

LT	Ln	Day	Time	Program	Len	Rate	Dates	Spots/Week	# of Weeks	Total Spots	Total Cost	Daypart
	13	SU	9A-10A	FOX NEWS	:30	\$150.00	08/26-08/26	1	1	1	\$150.00	
	14	SU	9P-930P	NEWS	:30	\$1,200.00	08/26-08/26	1	1	1	\$1,200.00	
	15	SU	930P-1005P	NEWS	:30	\$1,000.00	08/26-08/26	1	1	1	\$1,000.00	

---REPORT TOTALS---

Report Totals: 31 / \$14,100.00

---SALES MONTHLY TOTALS---

Aug 12: 17 / \$7,300.00 Sep 12: 14 / \$6,800.00
 Sales Totals: 31 / \$14,100.00
 Station Totals: 31 / \$14,100.00
 Lines not sent/rcld/rtn: 0 / \$0.00

---COMPETITIVE---

Market Totals \$61,304
 CABL 0% KDLJ 0% KJZZ 0% KSL 18% KSTU 23%
 KTVX 4% KUCW 0% KUTV 55% UNKB 0% UNKN 0%

---COMPETITIVE COMMENTS---

EST

Books null
 Demos RA35+